

Leadership

Organisation

Communication

Sales (Capital and Service)

Market Management &
Business Development

Project
Selection

Bid
Preparation

Bid Review &
Approval,
Contract Negotiations

Transfer to
Contract Execution

Contract Execution (Capital and Service)

Project
Start
Phase

Engineering
& Design

Purchasing

Manufacturing
**Control of
Supplies**

Dispatch &
Shipping

Site
Installation

Commis-
sioning &
Start-up

Warranty

Project
Management

Procurement

Quality

Health, Safety
& Environment

Product
Management

R&D

Legal

Finance

Controlling

Accounting

HR

IT

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